## ${ }^{\text {3rd }}$ Quarter FY March 2008 Financial Results

$3^{\text {rd }}$ Quarter FY March 2008 Financial Results
FY March 2008 Financial Results Forecasts
I. 3Q FY March 2008 Financial Results (Consolidated)
(1) Highlights
(Unit: JPY million)

|  | 3Q FY Mar. 2007 Total (Apr.2006 -Dec.2006) | Progress | 3Q FY Mar. 2008 Total (Apr.2007 -Dec.2007) | Progress |  | OY | $\begin{aligned} & \text { FY Mar. } 2007 \\ & \text { (Apr.2006 - } \\ & \text { Mar.2007) } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | \% | Amount | \% | Diff. | Change <br> (\%) | Amount |
| Sales | 222,381 | 68.9 | 249,824 | 70.4 | 27,442 | 12.3 | 322,531 |
| Cost of Sales | 159,639 |  | 173,441 |  | 13,801 | 8.6 | 234,578 |
| Gross Profit | 62,742 |  | 76,383 |  | 13,640 | 21.7 | 87,953 |
| (Gross Profit Margin) | 28.2\% |  | 30.6\% |  | 2.4P |  | 27.3\% |
| SG\&A | 29,794 |  | 37,215 |  | 7,421 | 24.9 | 44,055 |
| Operating Profit | 32,948 | 75.1 | 39,167 | 71.2 | 6,218 | 18.9 | 43,897 |
| (Operating Profit Margin) | 14.8\% |  | 15.7\% |  | 0.9P |  | 13.6\% |
| Non-operating gain and loss | 1,982 |  | 2,419 |  | 437 | 22.1 | 2,202 |
| Other Income and Expence | (7) |  | 1,776 |  | 1,784 | - | 644 |
| Net Income | 20,904 | 77.4 | 25,466 | 72.8 | 4,561 | 21.8 | 27,019 |
| Earnings per Share | $\begin{array}{r} \text { JPY } \\ 102.89 \end{array}$ | 77.4 | $\begin{array}{r} \text { JPY } \\ 125.02 \end{array}$ | 72.7 | $\begin{array}{r} \text { JPY } \\ 22.13 \end{array}$ | 21.5 | JPY 132.95 |

*1 Earnings per share of FY March 2007 are calculated retroactively by stock split (1:5).
$\star 2$ 3Q FY Mar. 2008 progress is based on the financial results forecast released on October 25, 2007.
[ $3^{\text {rd }}$ Quarter]

|  | 3Q FY Mar.2007 <br> (Oct.2006-Dec.2006) | 3Q FY Mar.2008 <br> (Oct.2007-Dec.2007) | YoY |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Amount |  | Amount | Diff. | Change <br> $(\%)$ |
| Sales | 75,929 | 84,679 | 8,749 | 11.5 |  |
| Cost of Sales | 53,600 | 59,875 | 6,274 | 11.7 |  |
| Gross Profit | 22,328 | 24,803 | 2,474 | 11.1 |  |
| (Gross Profit Margin) | $29.4 \%$ | $29.3 \%$ | $(0.1 P)$ |  |  |
| SG\&A | 10,220 | 13,050 | 2,829 | $\mathbf{2 7 . 7}$ |  |
| Operating Profit | 12,108 | 11,752 | $\mathbf{( 3 5 5 )}$ | $\mathbf{( 2 . 9 )}$ |  |
| (Operating Profit | $15.9 \%$ | $13.9 \%$ | $\mathbf{( 2 . 1 P )}$ |  |  |
| Margin) | 7,418 | 7,129 | $\mathbf{( 2 8 9 )}$ | $\mathbf{( 3 . 9 )}$ |  |
| Net Income |  |  |  |  |  |

*Amounts of less than JPY million were rounded down.

[^0]<Reference>

| [1 ${ }^{\text {st }}$ Quarter] |  |  | (Unit: JPY million) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1Q FY Mar. 2007 (Apr.2006-Jun.2006) | 1Q FY Mar. 2008 (Apr.2007-Jun.2007) | YoY |  |
|  | Amount | Amount | Diff. | Change <br> (\%) |
| Sales | 68,383 | 77,486 | 9,102 | 13.3 |
| Cost of Sales | 50,420 | 54,837 | 4,416 | 8.8 |
| Gross Profit | 17,962 | 22,649 | 4,686 | 26.1 |
| (Gross Profit Margin) | 26.3\% | 29.2\% | 3.0P |  |
| SG\&A | 9,741 | 11,906 | 2,164 | 22.2 |
| Operating Profit | 8,220 | 10,742 | 2,522 | 30.7 |
| (Operating Profit Margin) | 12.0\% | 13.9\% | 1.8P | $\square$ |
| Net Income | 5,647 | 8,061 | 2,413 | 42.7 |

[2 ${ }^{\text {nd }}$ Quarter]

|  | 2Q FY Mar.2007 <br> (Jul.2006-Sep.2006) | 2Q FY Mar.2008 <br> (Jul.2007-Sep.2007) | YoY |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Amount | Amount | Diff. | Change <br> (\%) |
| Sales | 78,068 | 87,659 | 9,590 | 12.3 |
| Cost of Sales | 55,617 | 58,728 | 3,110 | 5.6 |
| Gross Profit | 22,450 | 28,930 | 6,479 | $\mathbf{2 8 . 9}$ |
| (Gross Profit Margin) | $28.8 \%$ | $33.0 \%$ | $4.2 P$ |  |
| SG\&A | 9,831 | 12,258 | 2,427 | 24.7 |
| Operating Profit | 12,619 | 16,671 | 4,052 | 32.1 |
| (Operating Profit | $16.2 \%$ | $19.0 \%$ | $2.9 P$ |  |
| Margin) | 7,838 | 10,276 | 2,437 | 31.1 |
| Net Income |  |  |  |  |

[^1]
## I. 3Q FY March 2008 Financial Results (Consolidated)

(2) Sales by sector

From the 3Q FY Mar.2008, the Company has changed the sales breakdown by sector, which provides detailed breakdown for the "financial sector." "Other private sector" and "public sector" have been compiled together under "other sector."
*Figures, in principle, include sales to subsidiaries. Sales via leasing and other companies include sales to customers ultimately receiving services and other products.
*Since Japan Post was privatized and split up in October 2007, data for the resulting companies is calculated based on the industry to which each belongs.
[3 ${ }^{\text {rd }}$ Quarter]

|  | 3Q FY Mar.2007 <br> (Oct.2006-Dec.2006) |  | 3Q FY Mar.2008 <br> (Oct.2007-Dec.2007) |  |  | YoY |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |

[^2]
## I. 3Q FY March 2008 Financial Results (Consolidated)

## <Reference>

| [1 ${ }^{\text {st }}$ Quarter] | (Unit: JPY million) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q FY Mar. 2007 <br> (Apr.2006-Jun.2006) |  | 1Q FY Mar. 2008 <br> (Apr.2007-Jun.2007) |  | YoY |  |
|  | Amount | Share (\%) | Amount | Share (\%) | Diff. | Change (\%) |
| Securities sector | 28,609 | 41.8 | 34,112 | 44.0 | 5,502 | 19.2 |
| Insurance sector | 4,823 | 7.1 | 5,945 | 7.7 | 1,122 | 23.3 |
| Banking sector | 4,612 | 6.7 | 6,112 | 7.9 | 1,500 | 32.5 |
| Other Financial sector | 4,833 | 7.1 | 6,000 | 7.7 | 1,167 | 24.2 |
| Financial sector | 42,878 | 62.7 | 52,171 | 67.3 | 9,293 | 21.7 |
| Distribution sector | 11,659 | 17.1 | 11,185 | 14.4 | (474) | (4.1) |
| Other sector | 13,845 | 20.2 | 14,129 | 18.2 | 284 | 2.1 |
| Total | 68,383 | 100.0 | 77,486 | 100.0 | 9,102 | 13.3 |
| *Sales by major counterparties within the foregoing amounts |  |  |  |  |  |  |
| Nomura Holdings | 19,926 | 29.1 | 23,885 | 30.8 | 3,959 | 19.9 |
| SEVEN \& i HOLDINGS | 8,013 | 11.7 | 9,005 | 11.6 | 991 | 12.4 |

[2 ${ }^{\text {nd }}$ Quarter]

|  | 2Q FY Mar.2007 <br> (Jul.2006-Sep.2006) |  | 2Q FY Mar.2008 <br> (Jul.2007-Sep.2007) |  |  | YoY |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |

[^3][^4]I. 3Q FY March 2008 Financial Results (Consolidated)
(3) Sales and Operating Profit by segment

Consulting Services

|  | 3Q FYMar. 2007Total(Apr.2006-Dec.2006) |  | $\begin{aligned} & \text { 3Q FY } \\ & \text { Mar. } 2008 \\ & \text { Total } \\ & \text { (Apr. } 2007 \\ & \text {-Dec. } 2007 \text { ) } \\ & \hline \end{aligned}$ |  | YoY |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Share (\%) | Amount | Share (\%) | Diff. | Change <br> (\%) |
| Sales | 21,061 | 9.5 | 21,441 | 8.6 | 379 | 1.8 |
| Operating Profit | 3,526 |  | 2,464 |  | $(1,062)$ | (30.1) |
| Operating Profit Margin | 16.7\% |  | 11.5\% |  | (5.3P) | - |
| [ ${ }^{\text {rd }}$ Quarter] |  |  |  |  |  |  |
|  | 3Q FY Mar. 2007 <br> (Oct.2006-Dec.2006) |  | 3Q FY Mar. 2008 (Oct.2007-Dec.2007) |  | YoY |  |
|  | Amount | Share (\%) | Amount | Share (\%) | Diff. | Change <br> (\%) |
| Sales | 7,730 | 10.2 | 7,662 | 9.0 | (67) | (0.9) |
| Operating Profit | 1,425 |  | 1,038 |  | (386) | (27.2) |
| Operating Profit Margin | 18.4\% |  | 13.5\% |  | (4.9P) |  |

<Reference>
[ $1^{\text {st }}$ Quarter]

|  | 1Q FY Mar. 2007 (Apr.2006-Jun.2006) |  | 1Q FY Mar. 2008 (Apr.2007-Jun.2007) |  | YoY |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Share (\%) | Amount | Share (\%) | Diff. | Change <br> (\%) |
| Sales | 6,079 | 8.9 | 6,389 | 8.2 | 309 | 5.1 |
| Operating Profit | 829 |  | 196 |  | (632) | (76.3) |
| Operating Profit Margin | 13.6\% |  | 3.1\% | - | (10.6P) | - |
| [2 ${ }^{\text {nd }}$ Quarter] |  |  |  |  |  |  |
|  | 2Q FY Mar. 2007 <br> (Jul.2006-Sep.2006) |  | 2Q FY Mar. 2008 <br> (Jul.2007-Sep.2007) |  | YoY |  |
|  | Amount | Share (\%) | Amount | $\begin{gathered} \text { Share } \\ \text { (\%) } \end{gathered}$ | Diff. | Change (\%) |
| Sales | 7,251 | 9.3 | 7,389 | 8.4 | 137 | 1.9 |
| Operating Profit | 1,271 |  | 1,229 |  | (42) | (3.4) |
| Operating Profit Margin | 17.5\% |  | 16.6\% |  | (0.9P) |  |

[^5](Unit: JPY million)

| FY Mar.2007 <br> (Apr.2006- <br> Mar.2007) |  |  |
| :---: | :---: | :---: |
| Amount | Share <br> (\%) |  |
| 29,870 | 9.3 |  |
| 4,444 |  |  |
| $14.9 \%$ |  |  |

I. 3Q FY March 2008 Financial Results (Consolidated)

## IT Solution Services

| 3Q FY <br> Mar. 2007 <br> Total <br> (Apr. 2006 <br> -Dec.2006) |  | 3Q FYMar. 2008Total(Apr.2007-Dec.2007) |  | YoY |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Amount | Share (\%) | Amount | Share (\%) | Diff. | Change (\%) |


| System Development \& |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| System Application Sales | 91,103 | 41.0 | 111,338 | 44.6 | 20,235 | 22.2 | 135,702 | 42.1 |
| System Management \& Operations | 92,729 | 41.7 | 104,022 | 41.6 | 11,292 | 12.2 | 126,596 | 39.3 |
| Product Sales | 17,486 | 7.9 | 13,021 | 5.2 | $(4,464)$ | (25.5) | 30,363 | 9.4 |
| Sales | 201,319 | 90.5 | 228,382 | 91.4 | 27,063 | 13.4 | 292,661 | 90.7 |
| Operating Profit | 29,422 |  | 36,703 |  | 7,280 | 24.7 | 39,452 |  |
| Operating Profit Margin | 14.6\% |  | 16.1\% |  | 1.5P |  | 13.5\% |  |

$\begin{array}{lrrrrrrr}\text { [3 }{ }^{\text {rd }} \text { Quarter] } & & & & & \\$\cline { 4 - 6 } \& \& $\left.\begin{array}{c}\text { 3Q FY Mar.2007 } \\ \text { (Oct.2006-Dec.2006) }\end{array} & \begin{array}{c}\text { 3Q FY Mar.2008 } \\ \text { (Oct.2007-Dec.2007) }\end{array} & & \text { YoY }\end{array}\right]$

[^6]<Reference>

| [1 ${ }^{\text {st }}$ Quarter] | (Unit: JPY million) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q FY Mar. 2007 <br> (Apr.2006-Jun.2006) |  | 1Q FY Mar. 2008 <br> (Apr.2007-Jun.2007) |  | YoY |  |
|  | Amount | Share <br> (\%) | Amount | Share <br> (\%) | Diff. | Change (\%) |
| System Development \& System Application Sales | 26,698 | 39.0 | 34,397 | 44.4 | 7,699 | 28.8 |
| System Management \& Operations | 30,389 | 44.4 | 34,380 | 44.4 | 3,991 | 13.1 |
| Product Sales | 5,215 | 7.6 | 2,318 | 3.0 | $(2,897)$ | (55.5) |
| Sales | 62,303 | 91.1 | 71,096 | 91.8 | 8,793 | 14.1 |
| Operating Profit | 7,391 |  | 10,546 |  | 3,155 | 42.7 |
| Operating Profit Margin | 11.9\% |  | 14.8\% |  | 3.0P |  |

[2 ${ }^{\text {nd }}$ Quarter]

|  | 2Q FY Mar.2007 <br> (Jul.2006-Sep.2006) |  |  |  |  |  |  |  | 2Q FY Mar.2008 <br> (Jul.2007-Sep.2007) |  |  | YoY |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | :---: | :---: | :---: | :---: | :---: | :---: |

*Amounts of less than JPY million were rounded down.
(4) Order Volume and Order Backlog

| Order Volume |  |  | (Unit: JPY million) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { 3Q FY } \\ \text { Mar. } 2007 \\ \text { Total } \\ \text { (Apr. } 2006 \\ \text {-Dec.2006) } \end{gathered}$ | $\begin{aligned} & \text { 3Q FY } \\ & \text { Mar. } 2008 \\ & \text { Total } \\ & \text { (Apr.2007 } \\ & \text {-Dec.2007) } \end{aligned}$ | YoY |  |
|  | Amount | Amount | Diff. | $\begin{gathered} \hline \text { Change } \\ (\%) \end{gathered}$ |
| Consulting Services | 24,339 | 24,652 | 312 | 1.3 |
| System Development \& System Application Sales | 102,672 | 118,720 | 16,048 | 15.6 |
| System Management \& Operations | 16,526 | 26,677 | 10,151 | 61.4 |
| Product Sales | 16,453 | 13,001 | $(3,452)$ | (21.0) |
| IT Solution Services | 135,653 | 158,400 | 22,747 | 16.8 |
| Total | 159,992 | 183,052 | 23,060 | 14.4 |

*Amounts of less than JPY million were rounded down.

Order Backlog(Outstanding)

|  |  |  | (Unit: JPY million) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | At end of 3Q FY Mar. 2007 | $\begin{gathered} \text { At end of } \\ 3 Q \text { FY Mar. } 2008 \\ \hline \end{gathered}$ | YoY |  |
|  | Amount | Amount | Diff. | $\begin{gathered} \text { Change } \\ (\%) \\ \hline \end{gathered}$ |
| Consulting Services | 6,583 | 6,263 | (319) | (4.9) |
| System Development \& System Application sales | 34,472 | 29,788 | $(4,684)$ | (13.6) |
| System Management \& Operations | 28,745 | 32,260 | 3,514 | 12.2 |
| IT Solution Services | 63,218 | 62,049 | $(1,169)$ | (1.8) |
| Total | 69,802 | 68,313 | $(1,488)$ | (2.1) |
| Order backlog in FY March 2008 | 55,407 | 58,818 | 3,410 | 6.2 |

*Amounts of less than JPY million were rounded down.

## (5) Subcontracting Costs

Subcontracting Costs by segment \& Percentage in actual production

|  |  |  |  |  |  |  | (Unit: JPY million) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q FY <br> Mar. 2007 <br> Total <br> (Apr. 2006 <br> -Dec.2006) |  | $\begin{aligned} & \text { 3Q FY } \\ & \text { Mar. } 2008 \\ & \text { Total } \\ & \text { (Apr.2007 } \\ & \text {-Dec.2007) } \\ & \hline \end{aligned}$ |  | YoY |  | $\begin{aligned} & \text { FY Mar. } 2007 \\ & \text { (Apr.2006- } \\ & \text { Mar.2007) } \end{aligned}$ |  |
|  | Amount | $\begin{gathered} \text { Share } \\ (\%) \end{gathered}$ | Amount | Share <br> (\%) | Diff. | Change <br> (\%) | Amount | $\begin{gathered} \text { Share } \\ (\%) \\ \hline \end{gathered}$ |
| Consulting Services | 3,479 | 30.2 | 3,164 | 27.4 | (315) | (9.1) | 5,566 | 33.4 |
| System Development \& System Application Sales | 47,950 | 66.8 | 60,436 | 69.0 | 12,486 | 26.0 | 69,154 | 67.7 |
| System Management \& Operations | 19,962 | 31.6 | 23,751 | 33.2 | 3,789 | 19.0 | 27,603 | 31.4 |
| IT Solution Services | 67,912 | 50.3 | 84,188 | 52.9 | 16,276 | 24.0 | 96,758 | 50.9 |
| Total | 71,392 | 48.7 | 87,352 | 51.2 | 15,960 | 22.4 | 102,324 | 49.5 |
| (Subcontracting Costs to China)* | 8,599 | 12.0 | 12,221 | 14.0 | 3,621 | 42.1 | 12,406 | 12.1 |

* Subcontracting costs to China \& Percentage in total subcontracting costs.
[3 ${ }^{\text {rd }}$ Quarter]

|  | 3Q FY Mar. 2007 (Oct.2006-Dec.2006) |  | 3Q FY Mar. 2008 (Oct.2007-Dec.2007) |  | YoY |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Share (\%) | Amount | Share (\%) | Diff. | Change <br> (\%) |
| Consulting Services | 1,396 | 32.6 | 1,100 | 27.2 | (296) | (21.2) |
| System Development \& System Application Sales | 16,882 | 68.0 | 20,065 | 69.6 | 3,183 | 18.9 |
| System Management \& Operations | 6,861 | 32.0 | 8,568 | 34.4 | 1,706 | 24.9 |
| IT Solution Services | 23,744 | 51.3 | 28,634 | 53.3 | 4,889 | 20.6 |
| Total | 25,140 | 49.7 | 29,734 | 51.4 | 4,593 | 18.3 |
| (Subcontracting Costs to China) | 3,268 | 13.0 | 4,334 | 14.6 | 1,066 | 32.6 |

[^7]<Reference>

| [1 |  |  | (Unit: JPY million) |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |

[2 ${ }^{\text {nd }}$ Quarter]

|  | 2Q FY Mar. 2007 <br> (Jul.2006-Sep.2006) |  | 2Q FY Mar. 2008 (Jul.2007-Sep.2007) |  | YoY |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | $\begin{gathered} \text { Share } \\ \text { (\%) } \end{gathered}$ | Amount | Share <br> (\%) | Diff. | Change <br> (\%) |
| Consulting Services | 1,249 | 31.0 | 1,004 | 26.4 | (244) | (19.6) |
| System Development <br> \& System Application Sales | 17,004 | 67.4 | 21,087 | 69.3 | 4,082 | 24.0 |
| System Management \& Operations | 6,519 | 31.5 | 7,546 | 32.7 | 1,027 | 15.8 |
| IT Solution Services | 23,523 | 51.2 | 28,633 | 53.5 | 5,109 | 21.7 |
| Total | 24,772 | 49.6 | 29,638 | 51.7 | 4,865 | 19.6 |
| (Subcontracting Costs to China) | 2,891 | 11.7 | 3,996 | 13.5 | 1,105 | 38.2 |

[^8]
## I. 3Q FY March 2008 Financial Results (Consolidated)

| (6) Cash Flow |  |  | (Unit:YoY |  | JPY million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q FY <br> Mar. 2007 <br> Total <br> (Apr. 2006 <br> -Dec.2006) | 3Q FY Mar. 2008 Total (Apr.2007 -Dec.2007) |  |  | $\begin{aligned} & \text { FY Mar. } 2007 \\ & \text { (Apr. } 2006 \\ & \text {-Mar. } 2007 \text { ) } \end{aligned}$ |
|  | Amount | Amount | Diff. | Change <br> (\%) | Amount |
| Income before income taxes | 34,922 | 43,363 | 8,440 | 24.2 | 46,744 |
| Gain/Loss from non-operating activities | $(1,947)$ | $(2,393)$ | (445) | 22.9 | $(2,065)$ |
| Extraordinary gain/loss | 7 | $(1,769)$ | $(1,776)$ |  | $(2,073)$ |
| Depreciation and amortization | 11,888 | 11,352 | (536) | (4.5) | 19,795 |
| Accounts receivable and other receivable, net of advance payments received | $(7,614)$ | $(2,500)$ | 5,114 | (67.2) | $(8,040)$ |
| Allowance | $(4,493)$ | $(5,853)$ | $(1,360)$ | 30.3 | 2,801 |
| Other | 811 | (874) | $(1,685)$ | - | 3,067 |
| Subtotal | 33,574 | 41,323 | 7,749 | 23.1 | 60,229 |
| Interest and dividends received | 1,496 | 2,175 | 678 | 45.4 | 1,642 |
| Income taxes paid | $(22,212)$ | $(23,924)$ | $(1,712)$ | 7.7 | $(22,288)$ |
| Operating Activities | 12,858 | 19,574 | 6,715 | 52.2 | 39,583 |
| Acquisition of property and equipment | $(6,774)$ | $(18,053)$ | $(11,279)$ | 166.5 | $(11,685)$ |
| Increase in software and other intangibles | $(8,494)$ | $(12,938)$ | $(4,443)$ | 52.3 | $(12,434)$ |
| Subtotal: Capital expenditure | $(15,268)$ | $(30,991)$ | $(15,722)$ | 103.0 | $(24,120)$ |
| Increase in time deposits | $(7,526)$ | $(8,079)$ | (553) | 7.3 | $(7,641)$ |
| Proceeds from time deposits | 7,259 | 7,471 | 212 | 2.9 | 7,203 |
| Increase in investment securities | $(21,311)$ | $(30,913)$ | $(9,601)$ | 45.1 | $(31,293)$ |
| Proceeds from sales and redemption of investment securities | 26,905 | 25,121 | $(1,784)$ | (6.6) | 44,160 |
| Increase in long-term Loan | - | - | - | - | $(7,245)$ |
| Other | 79 | 102 | 22 | 28.5 | 359 |
| Investing Activities | $(9,862)$ | $(37,289)$ | $(27,427)$ | 278.1 | $(18,578)$ |
| Free Cash Flow | 2,996 | $(17,715)$ | $(20,711)$ | - | 21,004 |
| (Free Cash Flow except Cash management purpose investment) | (674) | $(8,201)$ | $(7,527)$ | - | 12,484 |
| Net repayment of long-term debt | (180) |  | 180 | (100.0) | (240) |
| Proceeds from issuance of convertible bond | 50,000 | - | $(50,000)$ | (100.0) | 50,000 |
| Purchase of treasury stock | 157 | 559 | 402 | 255.4 | 776 |
| Cash dividends paid | $(6,432)$ | $(9,202)$ | $(2,769)$ | 43.1 | $(6,496)$ |
| Financing Activities | 43,545 | $(8,642)$ | $(52,187)$ | - | 44,040 |
| Effect of exchange rate changes on Cash and cash equivalents | 69 | (176) | (246) | - | 56 |
| Net increase in Cash and cash equivalents | 46,611 | $(26,534)$ | $(73,145)$ | - | 65,101 |
| Cash and cash equivalents at beginning of year | 50,752 | 115,854 | 65,101 | 128.3 | 50,752 |
| Cash and cash equivalents at end of year | 97,363 | 89,319 | $(8,044)$ | (8.3) | 115,854 |
| Cash and cash equivalents + Cash Management purpose investment | 119,883 | 116,362 | $(3,521)$ | (2.9) | 133,477 |

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## I. 3Q FY March 2008 Financial Results (Consolidated)

Note: Cash management purpose investment are the investments to 3 months over time deposits and government bonds etc.. Cash management purpose investment (included in investing activities) are as follows.

|  | 3Q FY Mar. 2007 Total (Apr.2006 -Dec.2006) | $\begin{aligned} & \text { 3Q FY } \\ & \text { Mar. } 2008 \\ & \text { Total } \\ & \text { (Apr. } 2007 \\ & \text {-Dec.2007) } \end{aligned}$ | Yo |  | FY Mar. 2007 (Apr.2006 -Mar.2007) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Amount | Diff. | Change | Amount |
| Increase in time deposits | $(7,526)$ | $(8,079)$ | (553) | 7.3 | $(7,641)$ |
| Proceeds from time deposits | 7,259 | 7,471 | 212 | 2.9 | 7,203 |
| Increase in investment securities | $(20,971)$ | $(30,904)$ | $(9,933)$ | 47.4 | $(30,951)$ |
| Proceeds from sales and redemption of investment securities | 24,910 | 22,000 | $(2,910)$ | (11.7) | 39,910 |
| (Total) <br> Cash management purpose investment | 3,670 | $(9,513)$ | $(13,184)$ | - | 8,520 |

*Amounts of less than JPY million were rounded down.
I. 3Q FY March 2008 Financial Results (Consolidated)
(7) Capital Expenditure
(Unit: JPY million)

|  | 3Q FY Mar. 2007 Total (Apr.2006 -Dec.2006) | $\begin{gathered} \text { 3Q FY } \\ \text { Mar. } 2008 \\ \text { Total } \\ \text { (Apr.2007 } \\ \text {-Dec. } 2007 \text { ) } \end{gathered}$ | YoY |  | $\begin{aligned} & \text { FY Mar. } 2007 \\ & \text { (Apr. } 2006 \text { - } \\ & \text { Mar.2007) } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Amount | Diff. | Change <br> (\%) | Amount |
| Tangible | 6,970 | 12,043 | 5,072 | 72.8 | 17,446 |
| Intangible | 8,531 | 12,919 | 4,388 | 51.4 | 12,456 |
| Total | 15,501 | 24,962 | 9,460 | 61.0 | 29,903 |

*Amounts of less than JPY million were rounded down.
(8) Depreciation and Amortization

|  |  |  |  |  | Unit: JPY million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q FY Mar. 2007 Total (Apr.2006 -Dec.2006) | 3Q FY <br> Mar. 2008 <br> Total <br> (Apr. 2007 <br> -Dec.2007) | Yo |  | FY Mar. 2007 <br> (Apr. 2006 - <br> Mar.2007) |
|  | Amount | Amount | Diff. | Change <br> (\%) | Amount |
| Tangible | 5,012 | 6,560 | 1,547 | 30.9 | 7,172 |
| Intangible | 6,876 | 4,792 | $(2,084)$ | (30.3) | 12,622 |
| Total | 11,888 | 11,352 | (536) | (4.5) | 19,795 |

*Amounts of less than JPY million were rounded down.
(9) R\&D Expenditure

|  |  |  |  |  | (Unit: JPY million) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q FY Mar. 2007 Total (Apr.2006 -Dec.2006) | 3Q FY <br> Mar. 2008 <br> Total <br> (Apr. 2007 <br> -Dec.2007) | YoY |  | FY Mar. 2007 (Apr.2006- Mar.2007) |
|  | Amount | Amount | Diff. | Change <br> (\%) | Amount |
| Consulting Services | 333 | 447 | 114 | 34.2 | 483 |
| IT Solution Services | 1,537 | 3,005 | 1,468 | 95.5 | 2,380 |
| Total | 1,870 | 3,452 | 1,582 | 84.6 | 2,864 |

[^9]
## II. FY March 2008 Financial Results Forecasts (Consolidated)

Nomura Research Institute, Ltd. revised the financial results forecast for the fiscal year ended March 31, 2008 on January 25, 2008.
(1) Highlights
(Unit: JPY billion)

|  | FY Mar. 2007 (Results) <br> Amount | FY Mar. 2008 (Forecasts) <A> <br> Amount | YoY |  | FY Mar. 2008 <br> (Forecasts as of Oct.25,2007) <B> |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | A- |  |
|  |  |  | Diff. | Change <br> (\%) |  | Amount | Amount | Change <br> (\%) |
| Sales | 322.5 | 355.0 | 32.4 | 10.1 | 355.0 | - | - |
| Operating Profit | 43.8 | 55.0 | 11.1 | 25.3 | 55.0 | - | - |
| Net Income | 27.0 | 31.0 | 3.9 | 14.7 | 35.0 | (4.0) | (11.4) |
| Operating Profit Margin | 13.6\% | 15.5\% | 1.9P |  | 15.5\% |  |  |
| Earnings per share | $\begin{array}{r} \text { JPY } \\ 132.95 \\ \hline \end{array}$ | $\begin{array}{r} \text { JPY } \\ 152.19 \end{array}$ | $\begin{array}{r} \text { JPY } \\ 19.23 \\ \hline \end{array}$ | 14.5 | $\begin{array}{r} \text { JPY } \\ 171.87 \end{array}$ | $\begin{array}{r} \text { JPY } \\ (19.69) \end{array}$ | 11.5) |
| $1^{\text {st }}$ Half | $\begin{array}{r} \text { JPY } \\ 14.00 \\ \hline \end{array}$ | $\begin{array}{r} \text { JPY } \\ 24.00 \\ \hline \end{array}$ | $\begin{array}{r} \text { JPY } \\ 10.00 \\ \hline \end{array}$ | 71.4 | $\begin{array}{r} \text { JPY } \\ 24.00 \\ \hline \end{array}$ | - | - |
| Fiscal Year | $\begin{array}{r} \text { JPY } \\ 22.00 \end{array}$ | $\begin{array}{r} \text { JPY } \\ 26.00 \end{array}$ | $\begin{aligned} & \text { JPY } \\ & 4.00 \end{aligned}$ | 18.2 | $\begin{array}{r} \text { JPY } \\ 24.00 \end{array}$ | $\begin{aligned} & \text { JPY } \\ & 2.00 \end{aligned}$ | 8.3 |
| Dividends per share | $\begin{array}{r} \text { JPY } \\ 36.00 \end{array}$ | $\begin{array}{r} \text { JPY } \\ 50.00 \end{array}$ | $\begin{array}{r} \text { JPY } \\ 14.00 \end{array}$ | 38.9 | $\begin{array}{r} \text { JPY } \\ 48.00 \end{array}$ | $\begin{aligned} & \text { JPY } \\ & 2.00 \end{aligned}$ | 4.2 |
| Dividend payout ratio | 27.1\% | 32.9\% | 5.8P | - | 27.9\% | 4.9P | $\square$ |

[^10]II. FY March 2008 Financial Results Forecasts (Consolidated)
(2) Sales by sector
(Unit: JPY billion)

|  | $\begin{aligned} & \text { FY Mar. } 2007 \\ & \text { (Results) } \end{aligned}$ |  | FY Mar. 2008 (Forecasts) <A> |  | YoY |  | FY Mar. 2008  <br> (Forecasts as of <br> Oct.25,2007) <br> <B> A-B <br>   |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Share <br> (\%) | Amount | Share <br> (\%) | Diff. | Change <br> (\%) | Amount | Amou | Change <br> (\%) |
| Securities sector | 141.7 | 44.0 | 163.0 | 45.9 | 21.2 | 15.0 |  |  |  |
| Insurance sector | 22.4 | 7.0 | 32.0 | 9.0 | 9.5 | 42.6 |  |  |  |
| Banking sector | 22.9 | 7.1 | 26.0 | 7.3 | 3.0 | 13.1 |  |  |  |
| Other financial sector | 23.8 | 7.4 | 28.0 | 7.9 | 4.1 | 17.6 |  |  |  |
| Financial sector | 210.9 | 65.4 | 249.0 | 70.1 | 38.0 | 18.0 | 243.0 | 6.0 | 2.5 |
| Distribution sector | 45.6 | 14.1 | 46.0 | 13.0 | 0.3 | 0.8 | 46.0 | - |  |
| Other private sector | 37.6 | 11.7 |  |  |  |  | 39.0 |  |  |
| Public sector | 28.2 | 8.8 |  |  |  |  | 27.0 |  |  |
| Other sector | 65.8 | 20.4 | 60.0 | 16.9 | (5.8) | (8.9) | 66.0 | (6.0) | (9.1) |
| Total | 322.5 | 100.0 | 355.0 | 100.0 | 32.4 | 10.1 | 355.0 | - | - |


[^0]:    These materials were prepared for the sole purpose of providing information to use as reference in making investment decisions, and are not intended as a solicitation for investment.

[^1]:    *Amounts of less than JPY million were rounded down.

[^2]:    *Amounts of less than JPY million were rounded down.
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[^3]:    *Amounts of less than JPY million were rounded down.

[^4]:    These materials were prepared for the sole purpose of providing information to use as reference in making investment decisions, and are not intended as a solicitation for investment.
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[^5]:    *Amounts of less than JPY million were rounded down.

[^6]:    *Amounts of less than JPY million were rounded down.

[^7]:    *Amounts of less than JPY million were rounded down.

[^8]:    *Amounts of less than JPY million were rounded down.

[^9]:    *Amounts of less than JPY million were rounded down.

[^10]:    * Earnings per share of FY March 2007 are calculated retroactively by stock split (1:5).

